

Quality health plans & benefits
Healthier living
Financial well-being
Intelligent solutions

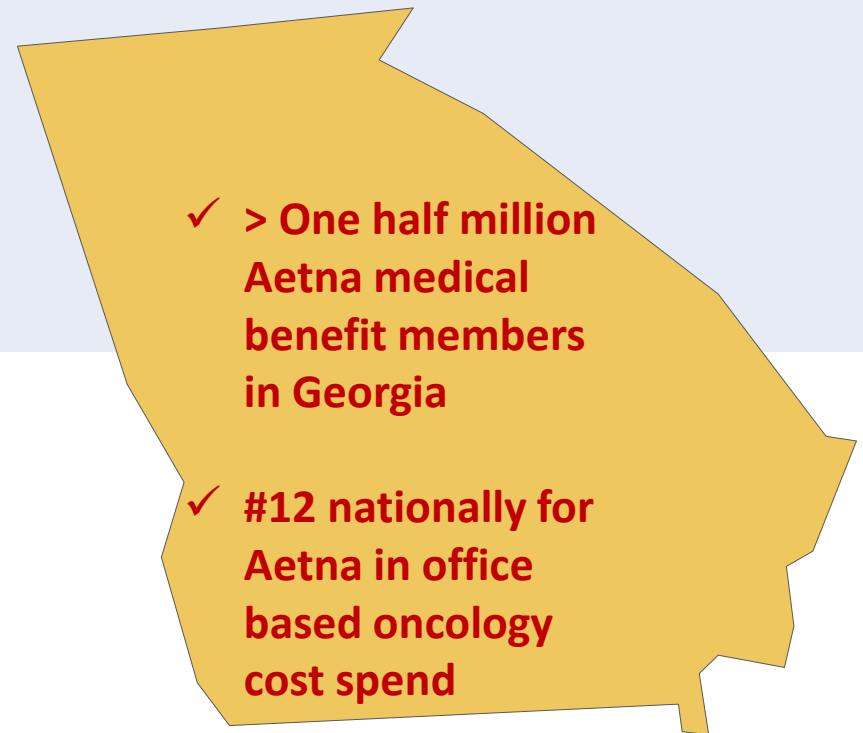


Member-centered cancer care In Georgia

Ira Klein, MD, MBA, FACP

GASCO Annual Meeting

September 5, 2015



Aetna Values & Oncology Solutions Mission Statement



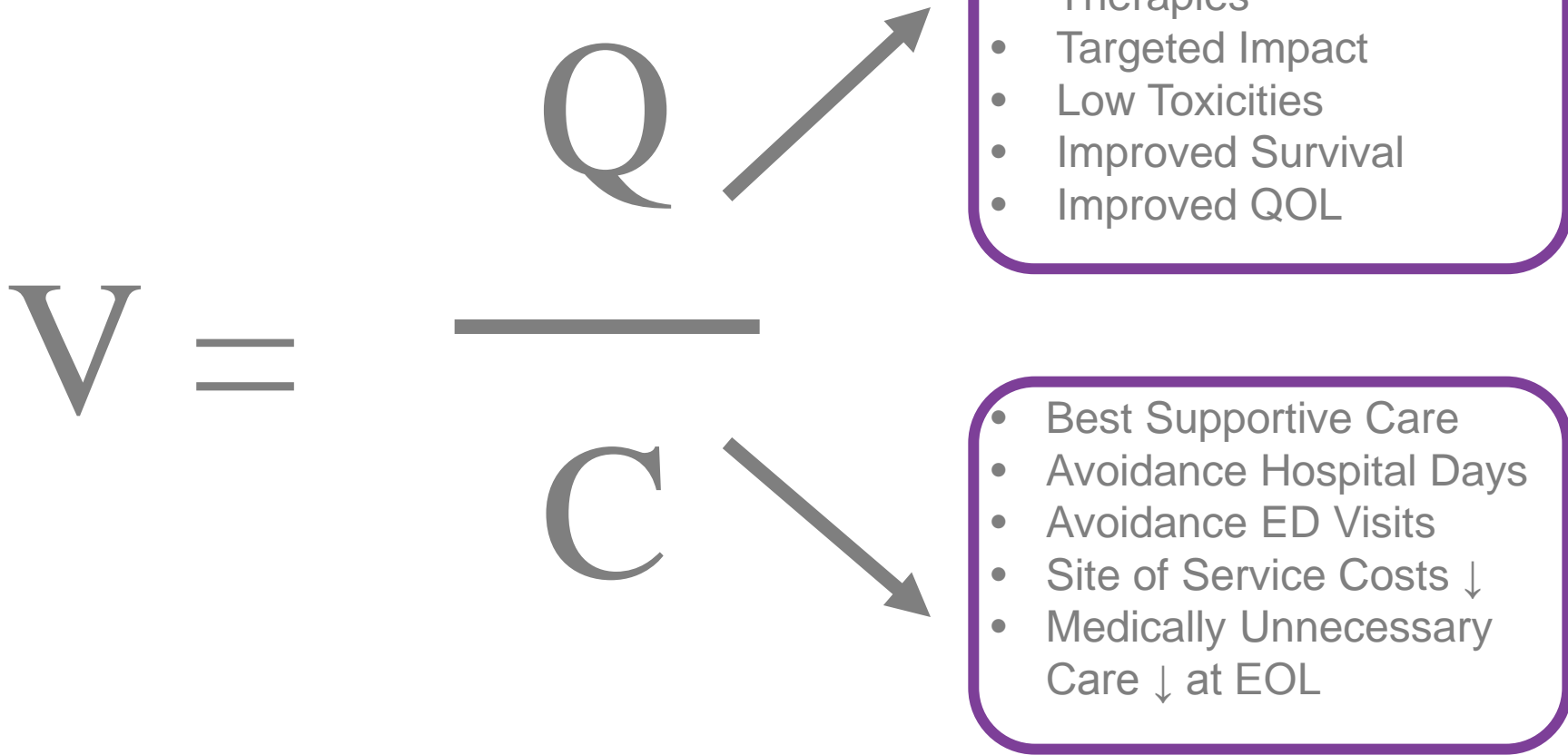
Aetna Oncology Solutions – Mission Statement:

We give our members access to high-value, personalized cancer care models. We collaborate with oncology teams that deliver best-in-class care by using evidence-based medical guidelines, clinical decision support tools and services that improve the patient's experience, increase effectiveness of care and lower costs. Our value-based approach, powered by data analytics and transparency of policy and payment, allows us to move from a fee-for-service platform to a value-driven system that rewards Oncology practices for quality care throughout the patient's care journey.

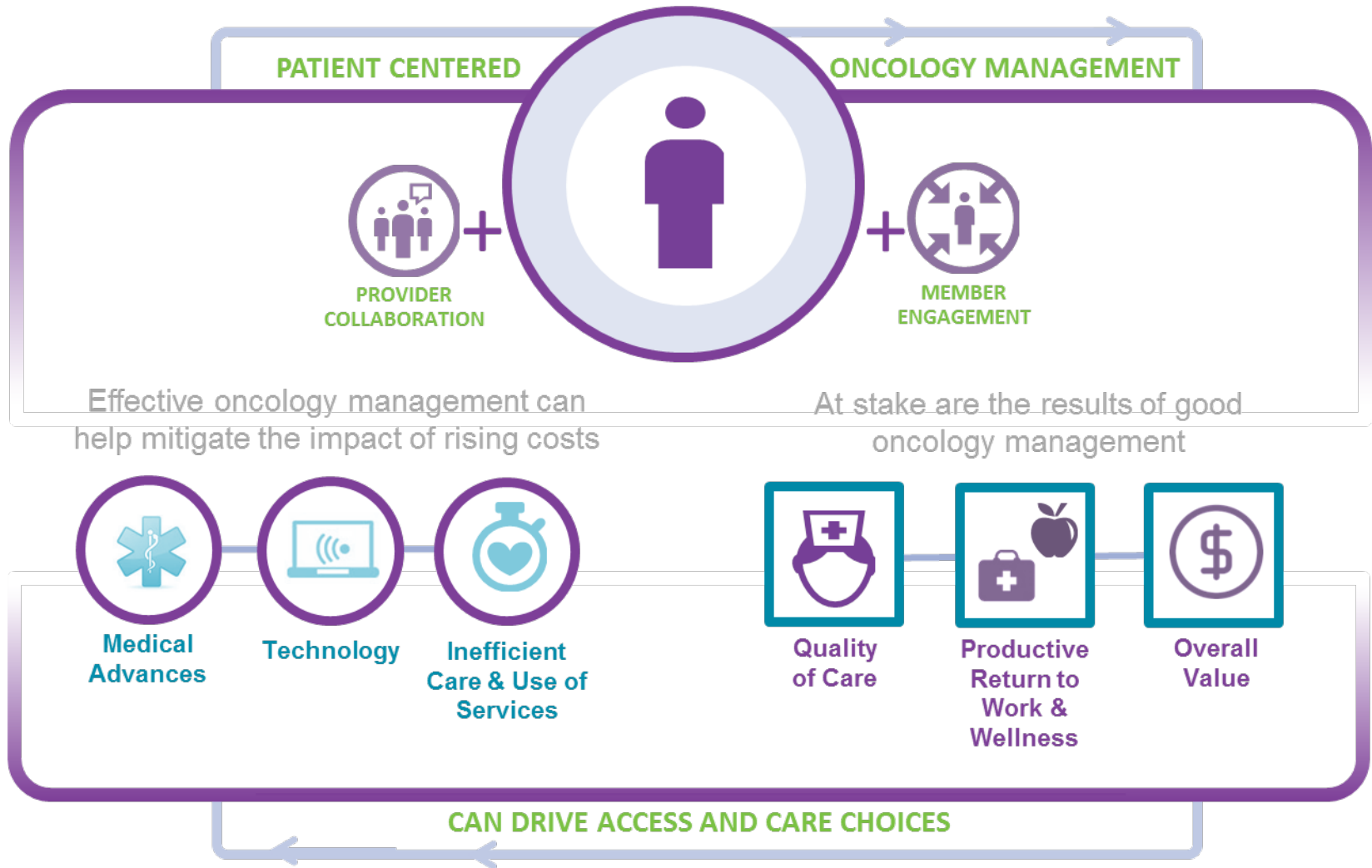
The principles of our strategy are simple

- **Drive efficient use of evidence-based medicine**
 - Leverage technology platforms that provide content and workflows
 - Integrate those platforms into the Aetna and provider systems
 - Simplify the administrative processes for providers
 - Improve the care experience for the members with cancer
- **Avoid waste and misuse of medical services**
 - Align provider incentives, which includes transparency & reporting (e.g., Oncology Medical Home),
 - Improve network configuration (narrow, tiered) to drive improved cost and quality
 - Implement better decision support strategies
 - Provide improved patient support in active treatment and care transitions
- **Leverage and integrate the many current (and future) medical and pharmacy and HIT cancer-care initiatives**
 - Create a seamless, end to end clinical treatment experience for Aetna members and providers

We assess overall value in oncology care based on total cost of care and care experience evidence

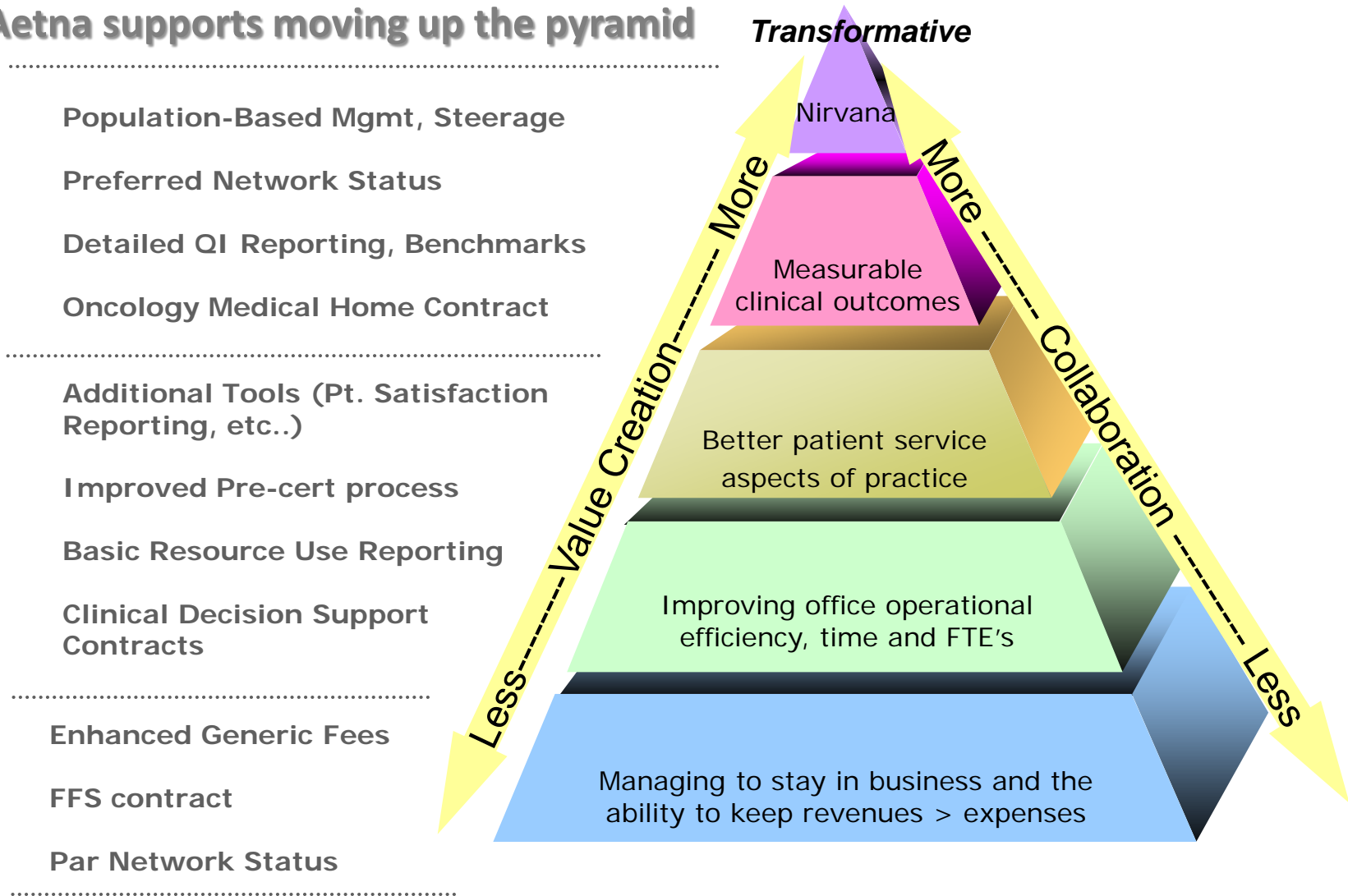


We're here to help you manage all the forces at play / key cost drivers



Aetna collaboratively supports the oncology practice world's needs

Aetna supports moving up the pyramid



Oncology and where we've been with pilots, 2010-2013: P4V programs, contracted on case rate basis, only managing new Dx (incidence) and new chemo starts

Cardinal/P4 Pilot in MD, DC, N. VA had net savings of \$393,599 included in reduced ER visits, in-patient hospital stays and spend on certain drugs

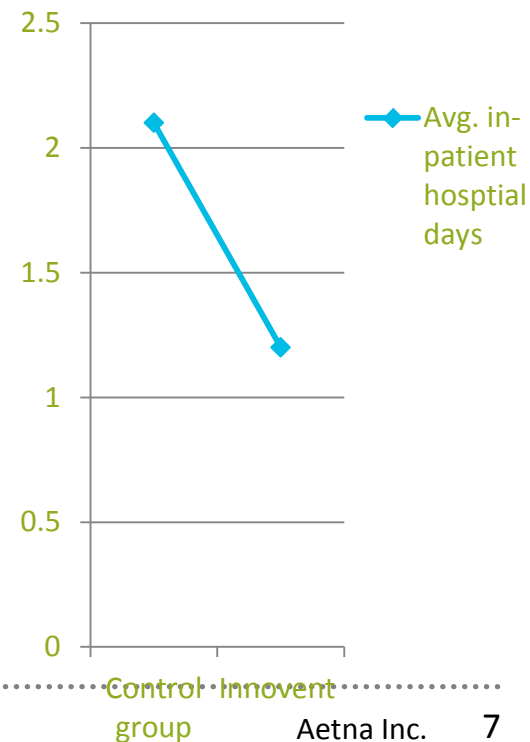
Innovent Pilot in TX (commercial pop. only) demonstrated 12% savings in breast, lung, colon cancer, net savings to Aetna of > \$3500/case

Aetna oncology pilot study with 156 physicians in 7 locations

11% Regimen increase of generic only utilization

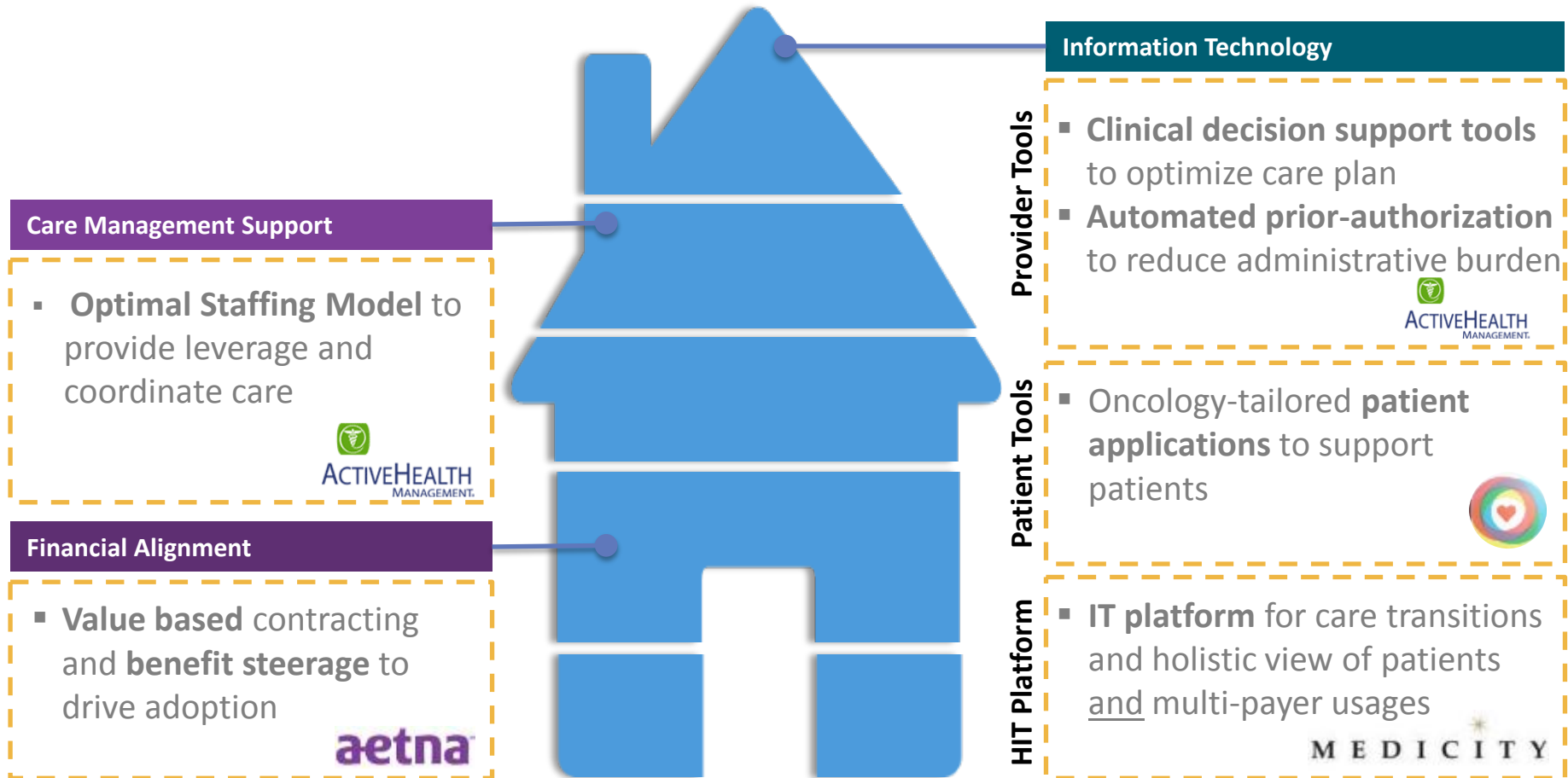
28% Treatment variability reduced

Aetna oncology pilot study with > 200 physicians across TX

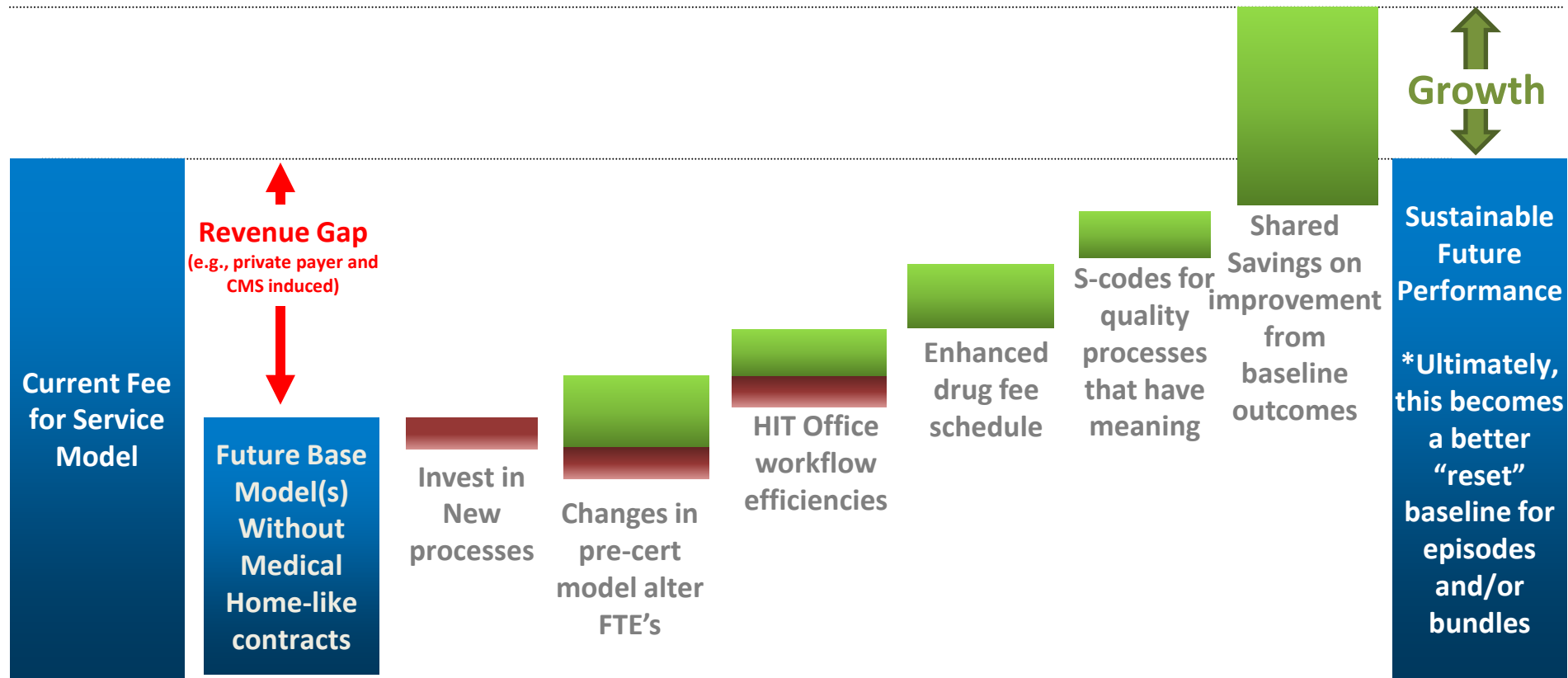


We have the capabilities to equip oncologists with the tools to succeed in the new world

Oncology Medical Home Solution



Aetna Oncology Medical Home payment for oncology care means growth instead of shortfall



Our goal is to create a sustainable business model designed around new sources of value that will be resilient through and post health care reform.

*Diagram is illustrative and for discussion purposes only

Enabling providers to focus on the right outcomes for better results



MEASURABLE METRICS

- Adherence to NCCN guidelines/pathways
- Chemo-related hospital admissions
- Chemo-related ER visits
- Cancer patients with clinical or pathologic staging prior to 1st course of treatment.
- Chemotherapy patients with performance status on the day of treatment
- Received self-management resources/materials
- Stage IV patients with end-of-life care discussions
- Patients introduced to Advance Care Planning and facilitation

RELEVANT OUTCOMES



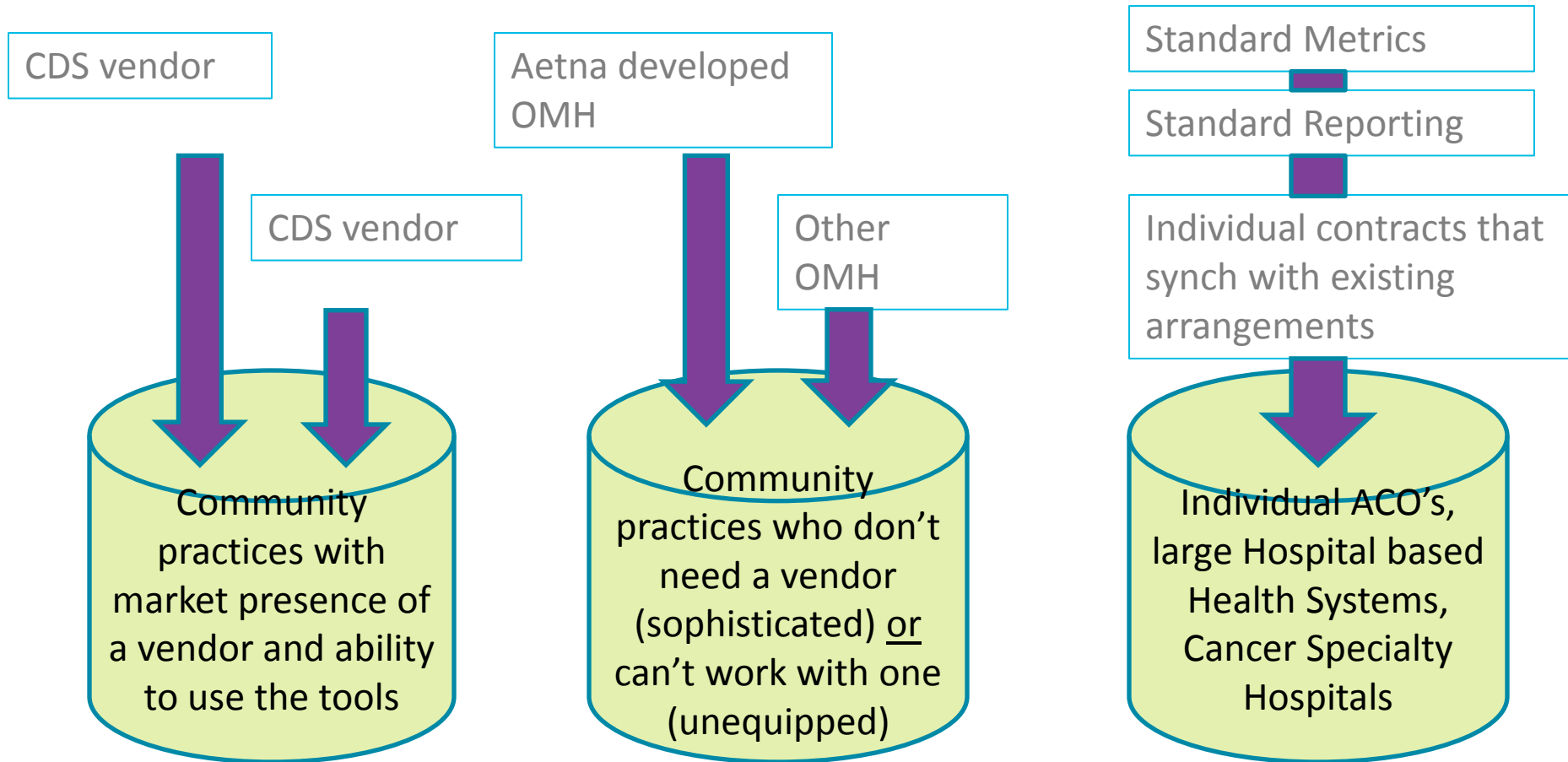
- Reduced avoidable hospitalizations and total bed days
- Reduced avoidable ED visits
- Improved usage of evidence based medicine with documented compliance
- Efficient drug regimen usage
- Enhanced communication/patient education
- Coordination and easy patient access to care for same day visits
- Enhanced patient understanding of therapeutic intent of therapy and life planning capabilities

TECHNOLOGY ENABLED



- Clinical decision support technology
- Standardized reporting for continuous quality improvement at the office level
- Oncology PCMH toolkit
- Tight linkages to Aetna's oncology care management program
- Additional revenue opportunities through pay-for-value contracting and oncology PCMH arrangements

Oncology Medical Home (OMH) programs and vendor P4V programs work together to segment and serve oncology marketplace



There is a solution for every market segment bucket, in order to gain maximum impact

Implementation and Measurement of Adherence to Clinical Pathways is the glidepath to move providers up the value chain

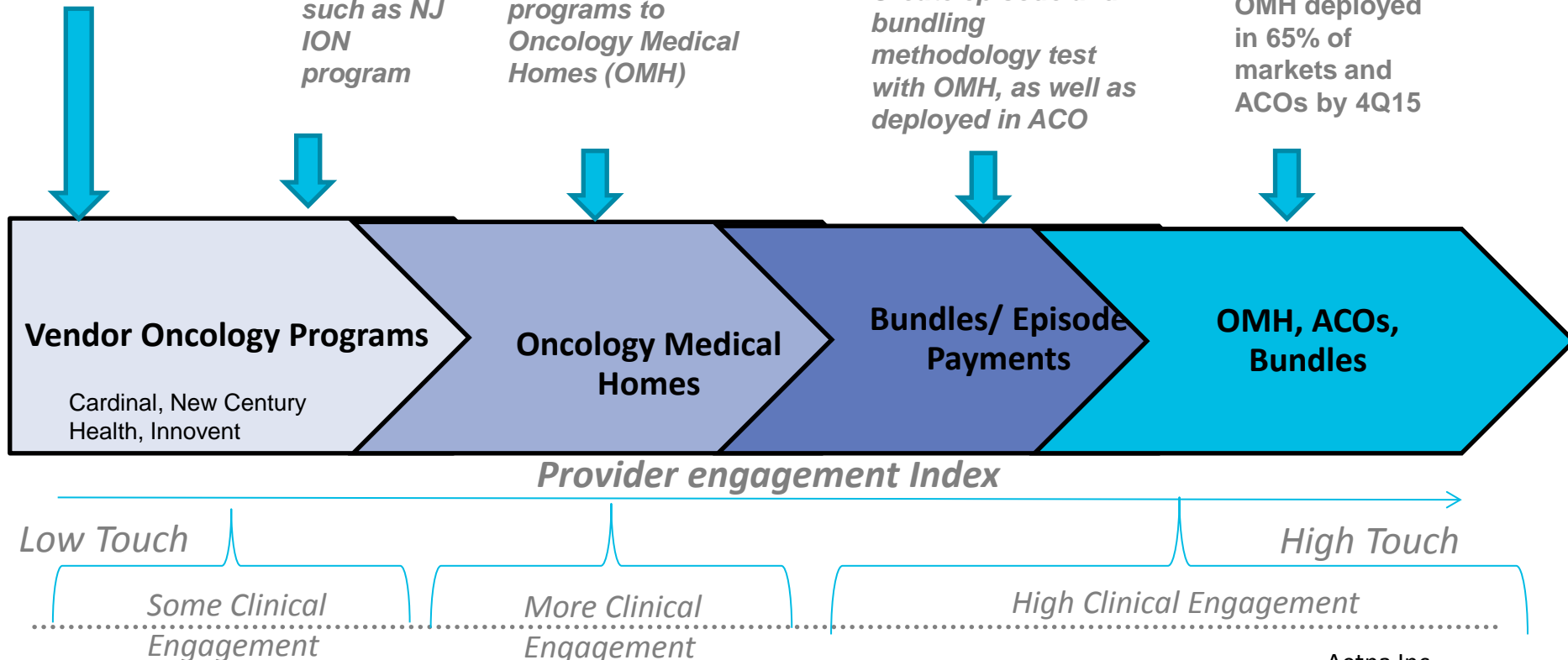
Vendor based programs introduce Clinical Pathways and Measure Adherence along with Quality Measures

Smaller Practices work with Education Oncology programs such as NJ ION program

More sophisticated Practices move from vendor based Clinical Pathways programs to Oncology Medical Homes (OMH)

Create episode and bundling methodology test with OMH, as well as deployed in ACO

OMH deployed in 65% of markets and ACOs by 4Q15



We're using proven logic to create innovative cancer care management programs as well

FUTURE VISION for Aetna's Oncology Management Program *Reaching members early, serving members throughout their treatment*



Holistic, personalized approach to care

- Improved treatment compliance
 - Mitigation and control of side effects
 - Reduction/avoidance of treatment related complications
 - Focused education for member and caregivers
-



Network optimization

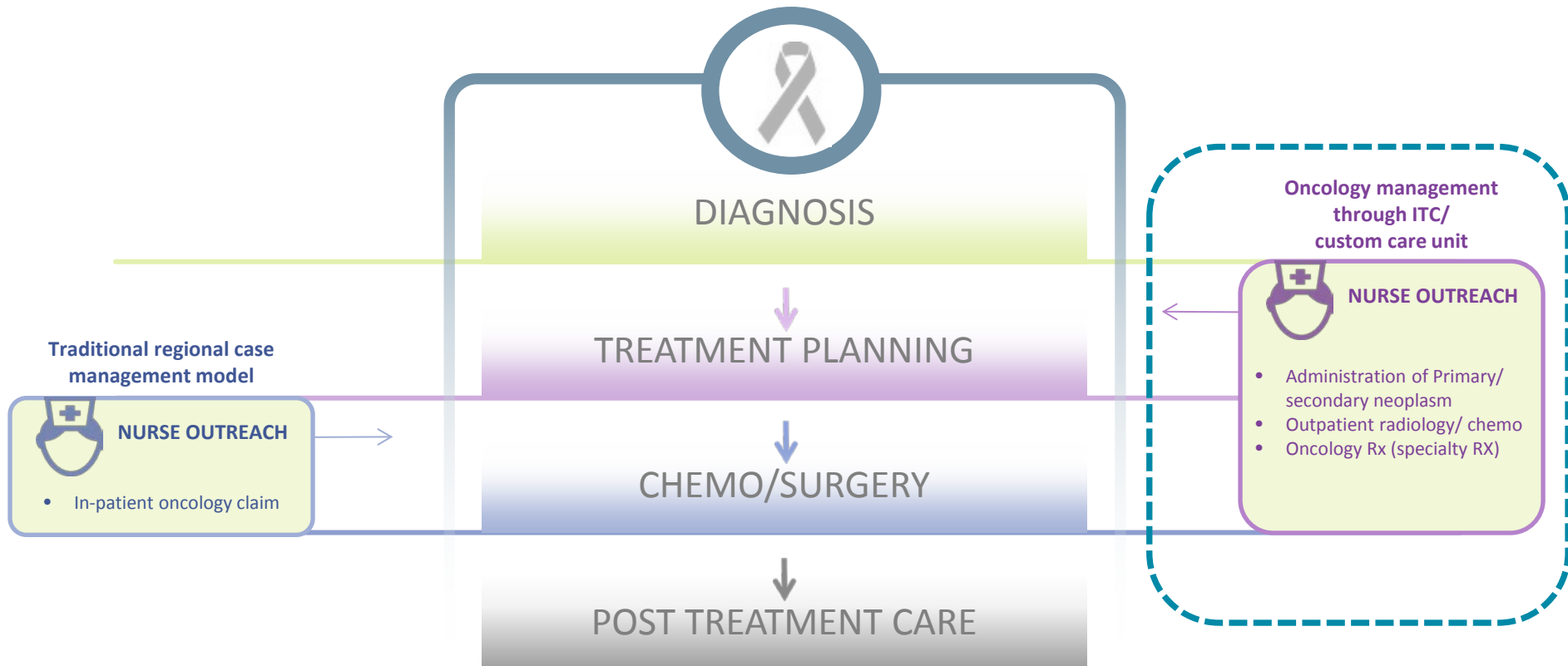
- Promote use of appropriate therapies and in-network providers
 - Steerage to best-in-class facilities
-



Effective case management when it matters most

- Comprehensive needs assessment including medical, nutritional, behavioral health for member as well as caregivers
 - Efficient and appropriate utilization of benefits
 - Access to hospice care as needed
 - Care and resource coordination – access to community and other support group networks
 - Connection to Aetna's Compassionate Care Program for comprehensive end-of-life needs
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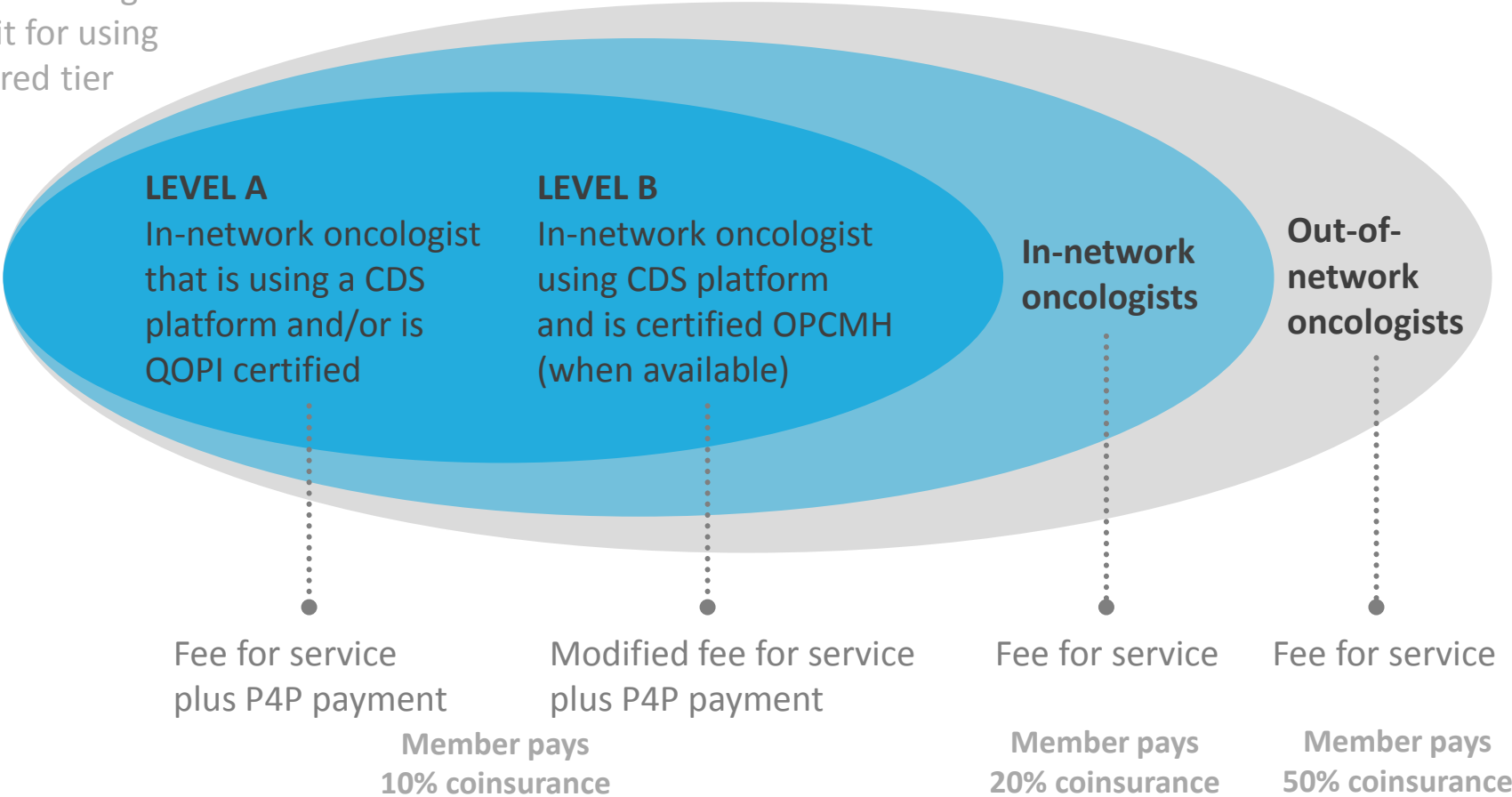
We identify and support members at the most critical point in their treatment



More cancer patients captured earlier for better health and financial outcomes

Employing network design to encourage utilization to preferred providers

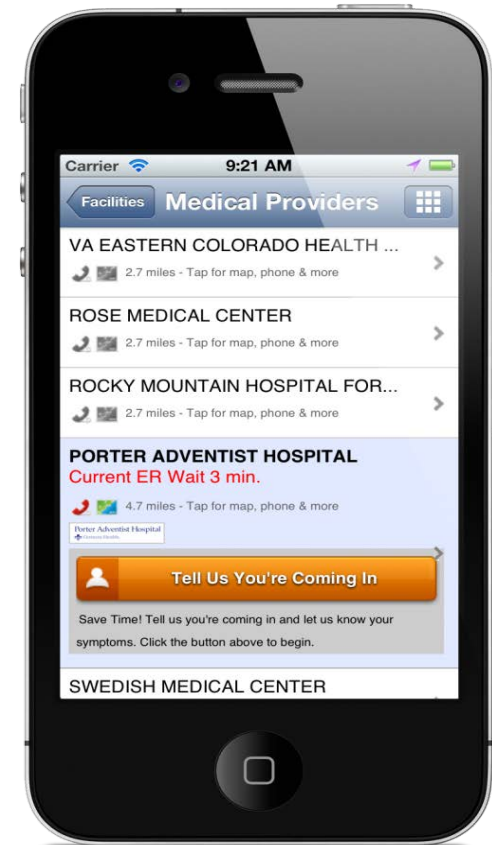
Three tiered oncology network with greatest benefit for using preferred tier



Note: coinsurance numbers are theoretical and for example only

Member steerage / plan benefit design will be part of the longer term Solution Delivery

Benefit design	Coinsurance level	Tiered networks
Tier three		
Non-participating oncologist	Member pays 50%	
Tier two		
In-network oncologist	Member pays 20%	
Tier one		
In-network oncologist using preferred Health Delivery System (when available)	Member pays 10%	Lowered premiums or only option for certain network products



An important component of overall approach is to systemically study the clinical and cost outcomes of cancer care management

Can serve ACOs looking for oncology partners

A Oncology Medical Home for Hospital / Health Systems



Hospital System



aetnaSM
Oncology MH Solution:

M E D I C I T Y



Practice A



Practice B



Practice C

- 1 Hospital contracts with Aetna to provide Medical Home solution to its network oncologists
- 2 Tools enable ACO to benchmark community practices
- 3 ACO engages oncology practices in shared savings arrangements or episode based reimbursement

Can prepare oncology practices for life in an ACO model

B

Enablement of oncology-specific component for ACOs



1 Aetna contracts with community oncology practices to become medical homes

2 Aetna leverages ACS to facilitate relationships between enabled oncology practices and ACOs

Accountable Care | Oncology PCMH

3 capabilities determine long-term success

Execution of these elements will bring success to triple aim goals of cost efficiency, clinical quality improvement, pt. satisfaction

- **Clinical Decision Support**

- Software to inform oncologist on combination of drugs used and the sequencing of how they are given
- Appropriateness of when to begin treatment and when to discontinue treatment
- A new line of therapy is generally used when a pathway did not meet clinical outcomes or the cancer progresses

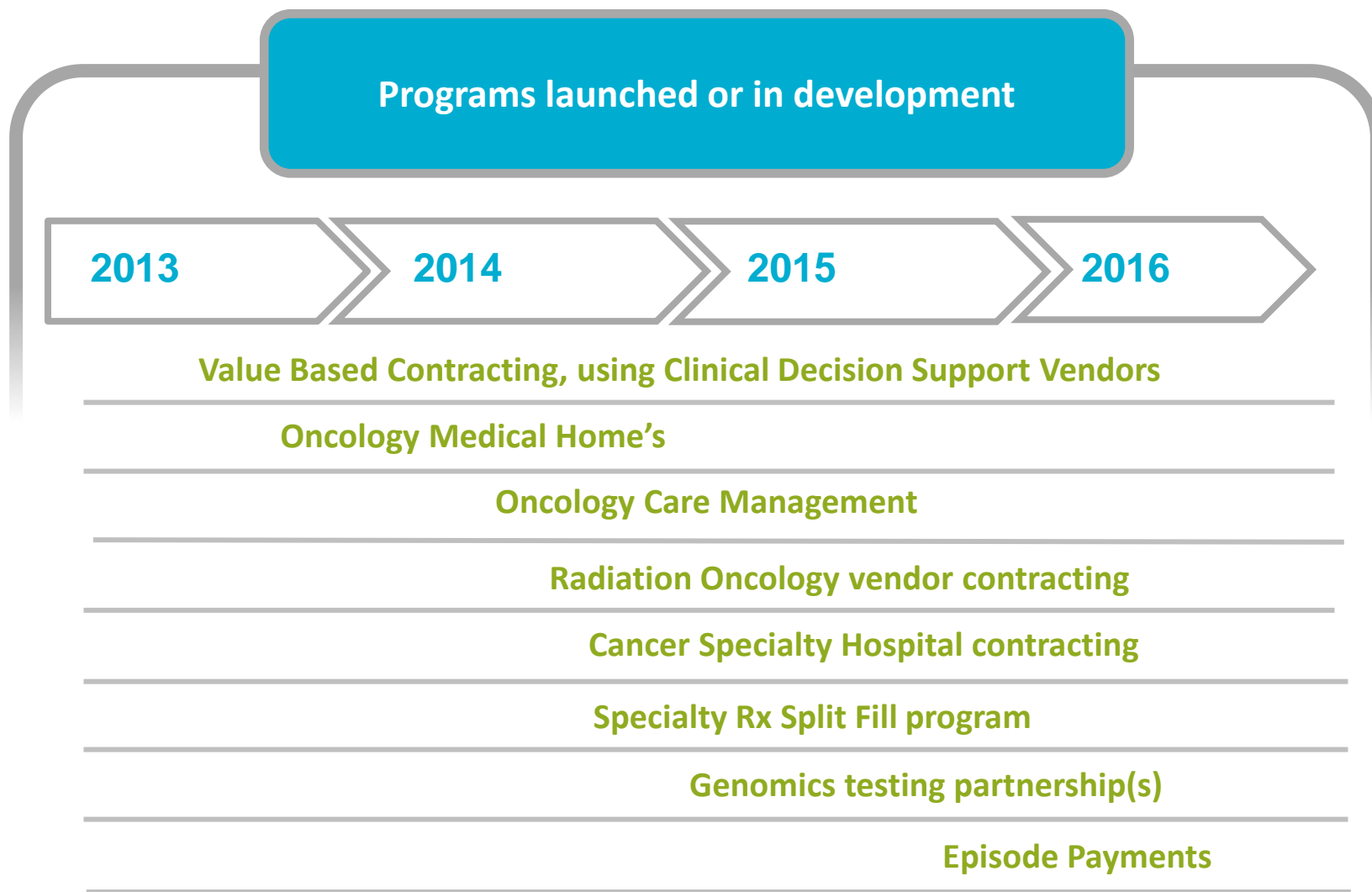
- **Care Management Support**

- Patient education on side-effect management during active treatment
- “Emergency Plan” allows for reduction in inpatient hospitalization and ED visit resource use
- Strong network steering arm to navigate members through an integrated delivery system of care; lab, radiology, XRT

- **EOL and Palliative Care**

- Facilitated by physicians using Clinical Decision Support and nursing/SW Care Management Support
- Bolstered by Social Networking tools
- Understanding Hospice network and forming partnerships with oncology practices will be critical

Other aspects of Aetna's approach to cancer care



Let's have a collaborative approach by all stakeholders, to prevent our already fragile system from tearing itself into pieces

